

## Fortify Software Deploys Xactly Incent in 24 Hours for On-Demand Sales Compensation Management

SAN JOSE, Calif. – February 22, 2006 – Xactly™ Corporation ([www.xactlycorp.com](http://www.xactlycorp.com)), the fastest-growing on-demand sales compensation management company, today announced that Fortify Software, a leading provider of security products that helps companies identify, manage and remediate software vulnerabilities to mitigate enterprise security risk, deployed Xactly Incent™ in 24 hours to provide sales compensation management for its direct and telesales sales organizations.

"Fortify Software gets the big picture – they understand how to use on-demand sales compensation as a strategic weapon," said Christopher W. Cabrera, Xactly founder, president and CEO. "They're not simply interested in automating previous compensation processes. They see the far bigger potential to increase top and bottom line revenue growth by combining better incentives with field visibility."

According to Cabrera, field sales adoption of on-demand sales compensation management systems like Xactly Incent is rapidly taking place as sales forces demand this type of visibility.

"Customer relationship management (CRM) and sales force automation (SFA) systems by definition are not necessarily in line with a sales person's DNA," said Cabrera. "Historically, sales vice presidents have often needed a stick to encourage their sales teams to use these systems. That's not the case with Xactly Incent because sales reps want to understand how they're being paid and see the impact of potential sales on their overall compensation immediately."

"We needed to put in place a compensation system that could keep pace with our growth," said John M. Jack, Fortify president and CEO. "Spreadsheets just don't scale. Now, we're able to create more effective compensation plans that drive the sales force to sell more of the right products at the right price. I also like the fact that both sales and management get real-time visibility into compensation at any point within the quarter. We all know where we are and where we want to be at quarter close."

Xactly Incent also provides Fortify Software with instant integration to Salesforce. For example, Xactly Incent's proprietary Incentive Estimator™ provides Fortify with the ability to run "what-if" scenarios based on Salesforce opportunities or estimated sales to calculate potential commission and bonus estimates and payments before, during and after a sale. With Xactly Incent, Fortify can quickly access any Salesforce opportunities of interest by using filters on information such as date and probability of closure.

### **About Fortify Software, Inc.**

Fortify Software products protect companies from the threats posed by security flaws in business-critical software applications. Its software security suites, Fortify Source Code Analysis, Fortify Security Tester and Fortify Application Defense drive down costs and security risks by automating key processes of developing secure applications prior to deployment. Fortify Software is backed by leading investors, including Kleiner, Perkins, Caulfield & Byers, and a world-class team of software security advisors and partners. For more information, visit [www.fortifysoftware.com](http://www.fortifysoftware.com).

### **About Xactly Corporation**

Xactly Corporation delivers on-demand sales compensation applications that enable companies to incent right and sell more. In today's spreadsheet paradigm, companies tend to simplify or unnecessarily complicate their incentive programs. These programs, delivered with no real-time visibility, often leave the sales force unmotivated, resulting in unpredictable results. Xactly Incent allows companies to easily and affordably design, implement, manage and audit optimized incentive programs. With these improved programs in place, Xactly Incent provides sales with unprecedented real-time visibility via the web. The combination of the right incentives with complete visibility motivates sales to sell more. For more information, visit [www.xactlycorp.com](http://www.xactlycorp.com) or call 1-866-GO-XACTLY.



T 408.977.3132

F 408.977.1261

[www.xactlycorp.com](http://www.xactlycorp.com)

400 Race Street, San Jose, CA 95126

**Media Contact:**

Dan Rampe  
Director of Corporate Communications  
Xactly Corporation  
Tel: 408-977-3132, ext. 310  
Email: [drampe@xactlycorp.com](mailto:drampe@xactlycorp.com)

# # #

© 2006 Xactly Corporation. All rights reserved. Xactly Corporation, "Incent right. Sell more.," and Xactly Incent are trademarks or registered trademarks of Xactly Corporation. All other trademarks are the property of their respective owners.